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Paper Shell Pecans

HOW TO GROW THEM



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*The Root System
We Grow*

*The Kind of Roots Generally Grown
In Commercial Nurseries*

WHICH CLASS OF TREES WILL LIVE BETTER ?

TEXAS PECAN NURSERY

R. W. FAIR, Manager

ARP, SMITH COUNTY, TEXAS

THE PAPER SHELL PECAN

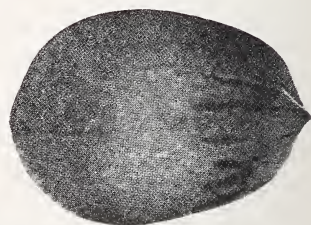
IN song and poetry the stately oak has been idealized as the monarch of the forest. In this country the clean and strong form of the Pecan proclaims it the aristocrat among trees. It is a little slow of growth, but never stops until it lifts its proud head above all other trees. Its symmetrical form, its graceful branches, its straight trunk, its graceful swaying and its foliage make it a thing of beauty. As a shade tree or an ornamental it has no superior. Its long life teaches us the important lesson of preparing unspeakable pleasures and profits for other generations.

Its shade is not so dense as to wither out the grass, nor to breed disease. It is the cleanest tree that grows. Its stately appearance and graceful form, its long, well formed branches, swaying like ostrich plumes in a breeze, give it an attractiveness rarely found. It furnishes a fine crop of the choicest nuts.

It would seem far wiser to fill our yards with these trees rather than the hackberry or short-lived trees, or grass-destroying cedar. Nut trees about a home, in addition to their beauty and utility, are wonderfully dear to the heart of the small boy. There are some strong links that bind the erring hearts of youngsters to the dear old home.

Ornament your home with these beautiful, useful, long-lived trees. A few Pecan trees around every home will give a handsome income and additional fame to our country as "the home of the Paper Shell Pecan."

Read elsewhere in this catalog what a Pecan Grove will pay.



Paper Shell Pecans

HOW TO GROW THEM

“Governor Hogg’s request at his death was, that instead of planting a monument at my grave, set out a pecan tree and let the nuts from this tree be distributed among the school children of Texas to be planted, and let Texas be a land of pecans.” 🌳 🌳 🌳 🌳

WE GROW PECANS EXCLUSIVELY
AND WILL TREAT YOU FAIR

We Guarantee to Grow the Best Rooted
Pecan Trees Produced in the South. From
90 to 100 Per Cent. of Our Trees Live.

TEXAS PECAN NURSERY

R. W. FAIR, Manager

ARP, (Smith County) TEXAS

(East Texas)



Our Budding Force at Work in Early Spring

Origin of Texas Pecan Nursery

R. W. Fair, the originator and manager of our nursery, awoke to the great possibilities of the PECAN when in his teens, and in order to gather all the knowledge he could on its culture he secured and read all the available literature on this subject.

After a few years he became a successful business man, all the while however his Pecan fever ran higher and higher until he was determined to have some experience in budding and caring for trees, so he bought a few thousand from a nurseryman here, then his real experience began.

The services of a man (who claimed to be an expert pecan budder) was secured, but he made a total failure. The following season another attempt was made by another party but with no results. This was discouraging as well as expensive, but being determined to succeed, the services of a very efficient pecan veteran, Judge Chas. L. Edwards, Station A, Dallas, was secured. This time a number of trees were successfully budded and were ready for sale the following season, which were sold at once.

Seeing how poorly the average pecan tree was rooted and realizing that the greatest thing the pecan industry needed was a tree with a good lateral root system, Mr. Fair was determined to produce this, and began a number of experiments by planting different kinds of seed nuts, in different soils and under different cultivation. *After many experiments a perfect root system was produced*, which is very essential to the life and growth of a pecan tree.

This young man gave up all other business after succeeding in the development of the best rooted pecan trees grown and established the above nursery in 1909, in order to furnish the people of Texas and adjoining states a large number of trees that they can expect to get from 90% to 100% to live and grow under average conditions.

It has been impossible for us to supply the demand for our trees, notwithstanding the fact that we have greatly increased our nursery every year. We now have the largest pecan nursery in Texas, and one of the largest in the South, with about 200,000 trees growing.

A Comparison of Our Trees With Other Nurseries' Trees

Notice picture of ROOT SYSTEM CAREFULLY on front page.

The trees on the left are grown by our nursery. We plant a seed nut that produces the best rooted pecan tree grown. Our soil here is especially adapted to producing this fine rooted tree and a tree with good roots like ours can reach out in all directions and draw *moisture and plant food with every one of these roots*. Can a tree do this that hasn't got these roots?

A well rooted tree will not only live better and grow better but this root system will cause it to bear earlier, and produce more nuts. A well rooted pecan tree should be twice as large in five years' time as a poorly rooted tree like those grown by 90 per cent of the Nurseries. Think of what this will be worth to you.

The trees on the right of picture, on front page, were grown by other Nurseries. *Aren't these trees like the ones you have been buying?* A tree with this kind of a root can not draw any moisture or plant food except from that soil which comes in contact with these few little lateral roots.

A tree with practically no lateral roots, as shown in this picture and like those almost always sold, in many cases can not live, and those that do live can not make satisfactory growth. *As they can not draw a sufficient amount of moisture and plant food.*

The kind of trees you buy for your grove *is its foundation* and your future success depends on the quality of trees you set out.

Don't fail to start right and buy the best.

Remember the root system is the life of a tree and will make it what it is. If you set out a well rooted tree you can expect a good, thrifty growth, but if you set out a sorry tree, you can't expect much.

We guarantee to furnish the best rooted trees grown in the south.

How to Grow Paper Shell Pecans

We have a large number of inquiries asking "how to grow pecans," to meet these we are giving our experience and the experience of some of the oldest pecan men in the South. So if the large number of people that are interested in pecans will follow the following instructions carefully, success will be sure. We will treat the several features of pecan culture as they come.

Location

The cotton States are the best adapted to the pecan growing: Texas, Louisiana, Mississippi, Georgia, Alabama, Arkansas, Florida and Oklahoma. There are, of course, pecans growing and doing nicely in a few other Southern States, but these are the main States. We believe that Texas is the greatest pecan State there is. There are thousands and thousands of acres of Texas lands that are covered with large, stately pecan trees, in fact, some of these trees measure 75 feet high and have a spread of about 70 feet. Texas produces over half of the seedling pecans. Why can't she produce the same amount of paper shell pecans? We have the same chance to lead in this industry that we have to lead in raising cotton. There are other States that are greatly in advance of us in growing paper shell pecans, but all Texas needs is for her people to become better acquainted with the great future that lies in the pecan industry, and then we will produce pecans in the same proportion that we produce cotton.

Suitable Soils for Pecans

Pecans do best on land where you can find water from 10 to 30 feet deep. However, I know of some pecan trees that are very large and old which bear well where it is 50 feet to the water. Be sure not to plant pecan trees in sour land or land that is not drained. Often this kind of land can be well ditched and made a fine place for your grove. Land that will grow good cotton or corn will produce fine pecan trees. Rich bottom land is good for pecans, but often the upland produces as well. Seventy-five per cent of the pecan groves are being found on upland. Use land that can be cultivated in some kind of crop.

Preparation of Soil

Be sure to have your land thoroughly broken and harrowed. It will be best to subsoil your land and this will deepen the soil and cause it to hold moisture much better.

Time to Set Out Grove

The time to begin setting out pecan trees is about Nov. 1st, as we have most always had good fall rains and enough cool weather to cause sap to go down and trees to shed their leaves. Trees can be set from Nov. 1st until March 15. It is preferable to set trees as early as possible so the winter rains will cause the soil to settle more thoroughly around the roots; however, you can get good results in January and February, and some recommend planting as late as March 15.

Distance to Plant Trees

It depends altogether on the kind of land that is going to be set. Very rich bottom land should have from 12 to 15 trees per acre. Medium land should have from 18 to 20 and thin land should have from 20 to 25 trees per acre. All of this land should be fertilized, but the poorer the land the more you should use. Some recommend planting trees twice as close as they should be when they get large, and when they become crowded have every other one cut out. By doing this any one can get the benefit of all the trees for a number of years.

27 trees per acre puts them 40 ft. apart.

20 trees per acre puts them 46 ft. 8 in. apart.

17 trees per acre puts them 50 ft. apart.

12 trees per acre puts them 60 feet apart.

Buying Trees

Pecan trees are like anything else, *you can buy the kind of trees you want*. If anyone wants a cheap tree they can be found, *but you can not expect much when you get them*. When one plants pecan trees he wants *the best regardless of price*. It costs the nurseryman much more to raise first-class trees than it does to raise inferior trees. *We raise the best*.

Digging Holes

Holes should be dug from 30 to 36 inches in width and depth. The top soil should be put in one pile and the clay or bottom soil in another.

Planting Trees

First upon receiving trees be sure to protect them from the sun, wind or from being frozen. Plant at once and be sure and keep them moist until planted; place tree in hole and fill up hole or dig deeper so the tree will be in the ground about two to four inches deeper than it came out. Arrange roots in proper shape and put dirt around them and pack carefully to prevent injuring the roots. Fill around roots with rich top soil until about two-thirds full, then pour in one or two buckets of water, to moisten the ground. This water also helps to settle the dirt around the roots, which is very important. As the water dries up, finish filling up with rich top soil. One of the very important points in growing pecans is to set your trees out in a first class way.

Cultivation

As we have already said, be sure to have your land in good condition before planting. Plant some crop between the trees that will not grow large for a tall growing crop would shade and sap them. Cotton, peas, potatoes, peanuts and all kinds of truck or small plants will be suitable. Corn can be planted if plenty of room is given on each side.

Unless you are sure you have a very careful hand to work your trees we would recommend driving two good stakes about eighteen or twenty-four inches from tree on each side to prevent these trees from being skinned by horse, singletree and plow. These stakes should be four feet high at least.

Cultivate your pecan grove as a good farmer cultivates his cotton crop and in after years it will let you sit back in a chair of ease and it will take care of you the rest of your days.

Fertilizing

This subject is very important as it is very necessary to get the largest tree in the shortest time, so it will be large enough to bear profitably. Make your land rich for other crops. Stable manure or cotton seed meal is fine. A good formula for growing trees is 8 per cent acid, 4 per cent ammonia and 4 per cent potash. This should be scattered around trees and dug or plowed in. First year use about 1 pound to each tree of cotton seed meal or of the above formula, second year 2 pounds, third year 3 pounds, fourth 4 pounds, fifth year 15 pounds. For different soils this can be increased or decreased. Land that will make a bale of cotton to the acre needs no fertilizer.

In transplanting, be careful not to let the fertilizer come into direct contact with the roots as this is very injurious to the tree. It should be

applied close around the tree while small and mixed thoroughly with the soil and as the tree grows the fertilizer should be scattered out to the end of the limbs and plowed under. Be sure to fertilize and cultivate your grove well, so when bearing age comes the tree will be large and thrifty and will be able to repay you abundantly for your trouble.

Bearing Age

It was once an idea among our older people that it took a pecan tree fifteen years to bear, but the coming of the budded paper shell pecans has long since exploded that idea.

We have a number of trees in our nursery that were budded in the early spring and in May had clusters of pecans on them. We have other trees transplanted two years ago and have from 12 to 50 nuts per tree. Anyone buying our trees, if properly cared for, should begin to have some nuts in three years and all should bear in five years.

It is just as important to have trees that will grow fast as it is to have early-bearing trees. A grove will not bear profitable crops before the fifth or sixth year. A pecan grove will not bring an income for the first seven or eight years, except from crop planted in between trees. Then for one or two years it will pay about the same as any other crop on same land. After the eighth year it will become more profitable each year. You will scarcely miss the ground the trees take for six to eight years. Pecan trees live for centuries and increase in crops each year.

What Will a Pecan Grove Pay?

This is a subject we are all interested in which will be governed entirely with the care given the trees. A well cared for grove will be an asset that anyone will be proud of, but if you are not willing to give your trees a decent showing, you had better not plant them.

A pecan grove put out in first class condition on land that cost say \$25 per acre is valued at \$100 per acre the first year. Each year it is estimated that the growth will increase the value \$100 per acre until they are ten years old. This making them worth \$1,000 per acre.

Here are a few figures for your consideration which will easily prove to you that an acre of paper shell pecans is worth \$1000 and up if they have had proper care.

There are a great many capitalists that figure that if they buy a piece of property that pays them \$100 that property is worth \$1000 which would be 10 per cent. You can value an acre of pecans at \$1000, and when it is from 12 to 15 years old it should pay from 10 to 30 per cent on that valuation.

Mrs. T. D. Ramsey, of Albany, Georgia, has an 80-acre pecan grove which she has been offered \$80,000 for at 12 years old, but refused to sell it and gave for her reason that there was nothing she could invest her money in that would bring her such an income and at the same time be so safe for her children as the pecan grove. (A wise decision.)

There is another in Georgia that refused \$20,000 for an eleven acre grove.

Col. C. A. Van Duzee, President of the National Nut Growers' Association, said: "My own best trees are eight years old now and they have returned me more money than the cost of trees, land cultivation, fertilizing and interest on investment." He says he values his grove at ten times what it cost.

Mr. C. M. Barnwell, of Baconton, Georgia, sold his young grove for \$200,000. He can not give up the pecan business so he has begun another grove of 400 acres.

Mr. I. P. Delmas, Pascagoula, Miss., has an 18 acre grove which contains 325 trees of four varieties and when this grove was only nine years old he gathered 9,750 pounds of pecans from it. He sold these nuts at 40c to 75c per pound. Say he averaged 50c per pound, the crop for one year paid him \$4,875 or \$270 per acre and \$15 per tree. This 18 acre grove would pay 10 per cent on \$48,750 and each acre would pay 10 per cent on \$2,700 and each tree would pay 10 per cent on \$150. As stated before this grove was only nine years old. You might say just beginning to bear commercially. At twelve and fifteen years of age it should double and treble the above crop, and continue to increase yield every year as long as they live, and there are lots of pecan trees that are known to be over a hundred years old and are still bearing heavy crops. Think and see if you remember of seeing many large *pecan trees dead*. Now the above grove has had good attention but no better than we can give if *we will*. Let's make a conservative estimate and cut the above figures one half and figure on 20 trees per acre at \$7.50 per tree. One acre would bring \$150 which would be 10 per cent on \$1,500. Remember we are figuring on young trees but wouldn't they be worth \$1,000 per acre if they never increased any more? A pecan grove will continually increase in value as the trees grow larger. At twelve years they should double the above yield and at fifteen or twenty years they should double what they did at twelve years.

An article appearing in Home and State of Dallas November 15, said every home in the pecan district should have at least 25 or 30 good pecan trees set out around the yard, barn yard, cow lot, hog pens, and fence corners. All of these places are fine if the trees are cultivated and started off growing nicely. In many cases pecan trees bear from 200 to 600 pounds of pecans per tree and are readily sold at from 40c to 60c per pound. Twenty-five or thirty trees producing one-half of the above crop and selling at one-fourth the above price would add some \$750 to \$900 to the income from the farm in one year's time.

Mr. John A. Lott, of Waycross, Georgia, has a four acre seedling grove which produced 5,000 pounds pecans one year and were sold at \$1,275 which was \$318.75 per acre or would have been 10 per cent on \$3,187.50.

Are these trees not worth \$1,000 per acre?

Mr. L. G. Calvin, of Longview, has 4 seedling pecan trees that he planted out for the shade that he has sold as high as \$25.00 worth of nuts from each tree in one year, this making \$100.00 for the four trees. This is as much as \$1,000 would bring loaned at 10 per cent interest.

Some Records of Individual Trees

The following telegram was sent to the Secretary National Nut Growers' Association at Houston, November 5th to 7th, 1913. The object of message is to advise that on November 3rd we gathered from one tree thirteen years old 235 pounds of Delmas pecans. This we consider the record. Don't know just what these nuts sold for, but not less than 50c per pound. This crop from one tree brought \$117.50. This tree is owned by Delmas & Son at Pascogoula, Miss.

K. Powell of Cairo, Georgia, has a seedling tree that he has sold for the last three years an average of \$100 worth of pecans per year from it.

J. B. Wright of Cairo, Georgia, has one Frotcher (budded) tree that is about twenty-three years old that has borne 1,563 pounds of nuts in the last six years. These nuts sold for over 40c per pound. This one tree in six years paid him \$625.20. How is that?

There is a pecan tree on the banks of the river near Toledo, Texas, that bore one crop of 1,300 pounds of nuts, and if they were sold at 10c per pound this one tree paid \$130 in one year. This tree measured 12 feet 8 inches in circumference four feet from the ground. It is 78 feet high and its limbs spread 71 feet. There are hundreds and thousands of seedling trees all over Texas that bear from 200 to 1,000 pounds of nuts per year. Some few trees have been known to bear one ton of nuts per year, but these are very scarce.

The Department of Agriculture in Bulletin No. 2 says that a man can plant a pecan grove and cultivate the land in other crops as he has been doing and at the same time be developing his pecan grove that will be worth from \$1,000 to \$2,000 per acre.

Every man that owns his home should set out from one to ten acres in pecans by all means.

The figures that we have given are from good trees and groves and of course can not be used to base figures for the medium grove, but you can make a very conservative estimate and you will find that there will be, after a few years, to the man that sets out five acres a good, easy living, and the man that sets out ten acres an easy living and a good bank account. The man that sets out a hundred acre grove will have a fortune.

Overproduction

Some people seem to think that there is danger of producing too many pecans *but we say no* and will give our reason. There are first only a few Southern States that raise pecans in commercial quantities and of course there are people living in the best pecan districts that will not plant them because they never look further than a year ahead of them. They are not willing to wait from seven to ten years. Another man owning a hundred acres of good land will not put out over 10 acres in pecans.

Pecans are not like peaches and most fruits which have to be gathered, sold and eaten or canned in one week's time. We would have never

had an over production of peaches notwithstanding the millions of acres that are set out, if we had twelve months to sell our crop in.

We have several months to dispose of our pecan crop. After the United States has been well supplied pecans can be shipped to any country in the world. There are comparatively few people that really know what pecans are nor that they are becoming very popular for table use.

There are now several large cracking establishments and the pecan meats are sold at a fancy price for making candies, and other confections. One Company gave an order for 220,000 pounds of pecan kernels.

As a food there are very few things that furnish more food value than does the pecan and this fact is becoming known better each year. Let pecans take the place of meats in your diet.

The pecan growers are advertising their products and are teaching the people its great value as a food production. We import three pounds of nuts for every one pound grown in the United States.

The nut should no longer be considered a table luxury. It should become a staple article of food and may most profitably replace the pork and meats of various sorts which are inferior foods and are recognized as prolific sources of disease.—Dr. J. H. Kellogg of Battle Creek, Mich.

Ten nut trees planted for each inhabitant will insure the country against any possibility of food shortage. A row of nut trees on each side of our 5,000,000 miles of country roads will provide for a population of 160,000,000. With a vanishing animal industry, nut-culture offers the only practical solution of the question of food supply. As the late Prof. Virchow said, "The future is with the vegetarians."—Dr. J. H. Kellogg of Battle Creek Sanitarium, Battle Creek, Mich.—From Nut Journal.

Pecans vs. Insurance

It has often been said that it would be better for a man to leave his wife and children a 10 acre pecan grove in good condition, than to leave them a \$10,000 insurance policy. As the old saying goes money takes wings and flies. This insurance money can be used very carefully, but as a rule it's soon gone, and several children left for the mother to provide for. There are so many investments that look good at first but later the judgment of men and women proves a failure. In many cases the insurance money has been lost in this way.

If a pecan grove has been left, it will bring a regular income increasing each year. A pecan grove increases in value as the trees get older. The money from the pecans is not all turned over at one time but it comes once a year, the grove remains and is in better condition each year as time rolls on.

Set Out Pecan Trees for Shade Trees

We find that in many cases the people in the cities, towns and on the farms are putting out pecan trees for shade. This is a wise idea, because there isn't any tree that makes a prettier shade tree than a pecan.

It grows to be very large in every way and has a most beautiful shape. Besides its beauty, a few of these trees will add much in the way of food and cash. Why plant trees that will never be of any service except for shades? One good pecan tree will often pay from \$25 to \$50 per tree, and lives to be in some cases hundreds of years old.

Varieties

We grow the following varieties which we consider best: Stuart, Delmas, Success, Schley and Van Deman. The Stuart pecan is considered the most popular pecan in cultivation. Probably 50 per cent of the pecans planted are of this variety, so to meet the demand our stock runs heavy of it. We grow four other varieties which are the best that can be found.

Our Nursery

We have the largest Paper Shell Pecan Nursery in this part of the South, and it's our intention to grow the very best pecan trees that can be grown. We believe in *quality first*.

We have for sale now, for this fall and winter delivery, some of the nicest trees we ever saw grow. These trees were budded in the spring on two and three year old roots and in sixty days several of these buds had put out, bloomed and had several little pecans on them. The buds on our trees have made a growth of from one to six feet. This shows that our trees are healthy.

Our root system is from 50 to 90 per cent better than most pecan trees. The soil that our trees are grown in is especially adapted to producing the finest root system that can be grown. Our trees have a large number of lateral roots running out from the tap root and this makes the tree much easier to live because it can draw food and moisture from all of these roots instead of just having one long tap root to support it, like most of the pecan trees do have. Our customers lose very few trees where they give them any reasonable attention.

Digging and Packing Trees for Shipment

We see to the digging and packing of our trees personally. When digging we are careful to have from 24 to 30 inches of roots taken up with good length left to these lateral roots. We are as careful as can be to keep any of these roots from being skinned or broken.

In packing our trees we do not do as many have done in shipping trees to us, just tie 100 or more trees together and put your double hand full of moss on the outside, then wrap in paper and ship it. That's no way to send any kind of tree out, much less a pecan. Every bundle of trees that we send out is packed well with hay and sawdust and bound securely, then dipped in water until it is well wet. No nursery gives more attention to digging and packing their trees than we do.

Buy Texas Grown Trees

If you are going to buy pecan trees give us a chance. You will find it much better to buy Texas grown trees than to buy them from some other state where the climate and soil is different. You can get your trees from us and have them in the ground again before they come from other states.

Here is what a few of our many satisfied customers say about our trees and their dealings with us:

Rusk, Texas, Feb. 18, 1916.

Gentlemen:

Your three several shipments of pecan trees this winter have all been received and planted out. The trees and your manner of dealing have been satisfactory in the highest degree. The root development of the trees is the finest I ever saw, and the utility of this has been preserved to the fullest by the evident care and intelligence used in the digging and the packing of the trees. If my trees do not all live and flourish I am sure that it will not be your fault. I feel that the merit of your enterprise should be known, and I authorize you to make any use of this letter you may think proper. Very truly yours,

James I. Perkins, Attorney at Law.

Dallas, Texas, Feb. 19, 1918.

Dear Sirs:

The pecan trees came in first class shape, and want to say that they have the finest root system I have ever seen grow. Your trees all live for me. Yours truly,
Chas. L. Edwards (Pecan Expert), Dallas, Texas.

Lewisville, Tex., Feb. 19, 1916.

Dear Sirs:

I received your pecan trees as ordered but did not know whether they were good or not as they were the first that I ever saw out of the ground, but today I received a small shipment from one of the largest general nurseries in the South. The trees cost me just double what I paid you for yours, *but I would not give one of yours for two of the others.*

There is no comparison in the two orders, nor in the way they were packed for shipment and the condition they reached me in. Yours very truly,

Fred M. Huffer, Editor.

In another letter the same customer says:

9-1-17. I find 95 per cent of my trees living after two very dry seasons. If your trees were not extra good they could not have stood the drouth. Have not watered them at all.

Sulphur Bluff, Tex., May 1, 1916.

Dear Sirs:

This is the first of May and I am very much enthused over the pecan business after finding every one of (200) trees living and growing nicely. I have heard from several Experiment Stations and I expect to excel any records I have gotten from them yet.

I want to give you a good part of the praise for the trees all living, for if you had not shipped them in good condition I could not have made them all live. I will visit your nursery again this fall as I want to put out quite a lot more this season.

Yours very truly,

J. W. St. Clair, Merchant.

Belton, Texas, Feb. 15, 1917.

Dear Sirs:

Our friends who ordered pecan trees from your nursery through us, were more than pleased with the trees when they arrived. They were strong, vigorous trees, with unusually good root systems.

(Mrs.) Martha Nash.

P. S. We sold Mrs. Nash four shipments of trees last season. She placed her first order with another nursery, but after seeing our trees, gave us all of her business. We satisfy our customers. Try us with an order.

Tyler, Texas, July 20.

Gentlemen:

The pecan trees I bought from you are doing much better than any I have ever bought before.

Yours respectfully,

Dr. C. C. Crews.

Alex Woldert, Tyler, Tex., says: One of the trees you sold me in 1914 bore 16 large pecans in 1915, I would not take \$25 for this tree.

W. C. Wiley, Tyler, Tex., Mgr. East Texas Fertilizer Co., says the pecan trees you shipped me are fine and have 50 per cent the best root system that I ever saw.

Dr. C. C. Nash, Palestine, Texas. All the pecan trees I bought of you on Feb. 12 are living and one bore five nuts the first year.

References: Arp Guaranty State Bank, Arp, Texas. H. A. Pace, Arp, Texas. Chas. L. Edwards, Station A., Dallas, Texas. P. N. Arnold, P. M., Arp, Texas. Henry Acker, Smith County Demonstration Agent, Whitehouse, Texas. G. W. Arnold, Troup, Texas.

Prices on Our Trees

Our prices are not on runty stock but on good thrifty trees that will, with the root system they have, give excellent satisfaction.

Our prices are as low as you can expect to get first class trees for. It costs more for a nurseryman to grow large thrifty trees than it does to grow small shabby ones. Our trees would be cheapest at twice the price other trees sell for.

If you are going to buy pecan trees be sure to buy good ones. This is the first step to success in planting pecans.

Trees	Lots of 1 to 10	25	100	1000
1 to 2 feet	each \$.65	\$.60	\$.55	\$.40
2 to 3 feet	each .70	.65	.60	.50
3 to 4 feet	each .85	.75	.70	.60
4 to 5 feet	each 1.10	1.	.90	.75
5 to 6 feet	each 1.50	1.35	1.20	1.00

These Prices are all F. O. B. Arp.

The following sizes are very fine to put out around the home for shade as well as nuts:

Trees	Lots 1 to 10	25	100
6 to 7 feet	\$2.00	\$1.75	\$1.50
7 to 8 feet	2.50	2.25	2.00
8 feet and up	3.00	2.75	2.50

F. O. B. Arp, Texas

No extra charges for packing and drayage.

All trees are guaranteed to be exactly true to name.

Our responsibility ends when trees are delivered to express company.

Terms: Cash must be sent with each order or if C. O. D. shipments are wanted 25 per cent of amount must accompany order.

We especially solicit club orders. In many cases one can get several of his neighbors to go in with him and make an order together, and when this is done we will offer a club discount, provided as many as 50 trees or more are ordered.

Write us if there is anything you want to know about pecans.

As stated before we are making a special study of pecans and expect to keep up with the times on pecan subjects, and in order to do this, and to keep thoroughly posted with the progress of the pecan industry, we are members of the four following organizations:

The National Nut Growers Association.

The Texas Nut Growers Association.

The Texas Nurserymens Association.

Texas State Horticultural Society.

Send us your order and if you are pleased tell your neighbors and friends. Send their names and address and we will send a catalogue.

We thank all in advance who send us their orders, and wish them much success with pecans.

Yours for Business,

R. W. Fair, Mgr.

TEXAS PECAN NURSERY.

Varieties

We grow five of the best varieties grown. We do not try to grow every new variety that comes out, but have selected these varieties from a large number of varieties. All of these have been tried and have proven themselves to be the best, so far. These pictures are just the size of the nuts.



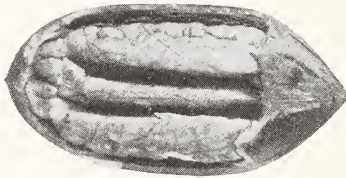
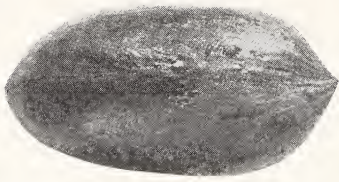
STUART

The Stuart Pecan is being grown everywhere in the South. It is a large nut, fills out well and is a heavy bearer. The nuts will run about 40 to 50 to the pound. The tree is a hardy, fast growing tree. The Stuart has all varieties beat so far. We feel safe in saying that from 60 to 75 per cent. of the pecan groves are being set to this variety. Having had such a demand for the Stuart pecan in the past, our stock will run 65 per cent. or more of this kind this season. The Stuart is earliest in ripening of any large standard pecan. The hulls usually begin to open along in the first days of October in this latitude.

The Delmas Pecan is large, will run from 40 to 50 nuts to the pound. The tree is a very vigorous grower and a heavy bearer. It is proving to be satisfactory in every way. It has a splendid foliage, and is one of the handsomest trees for home grounds.

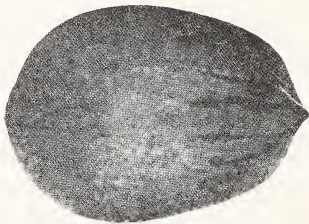


DELMAS

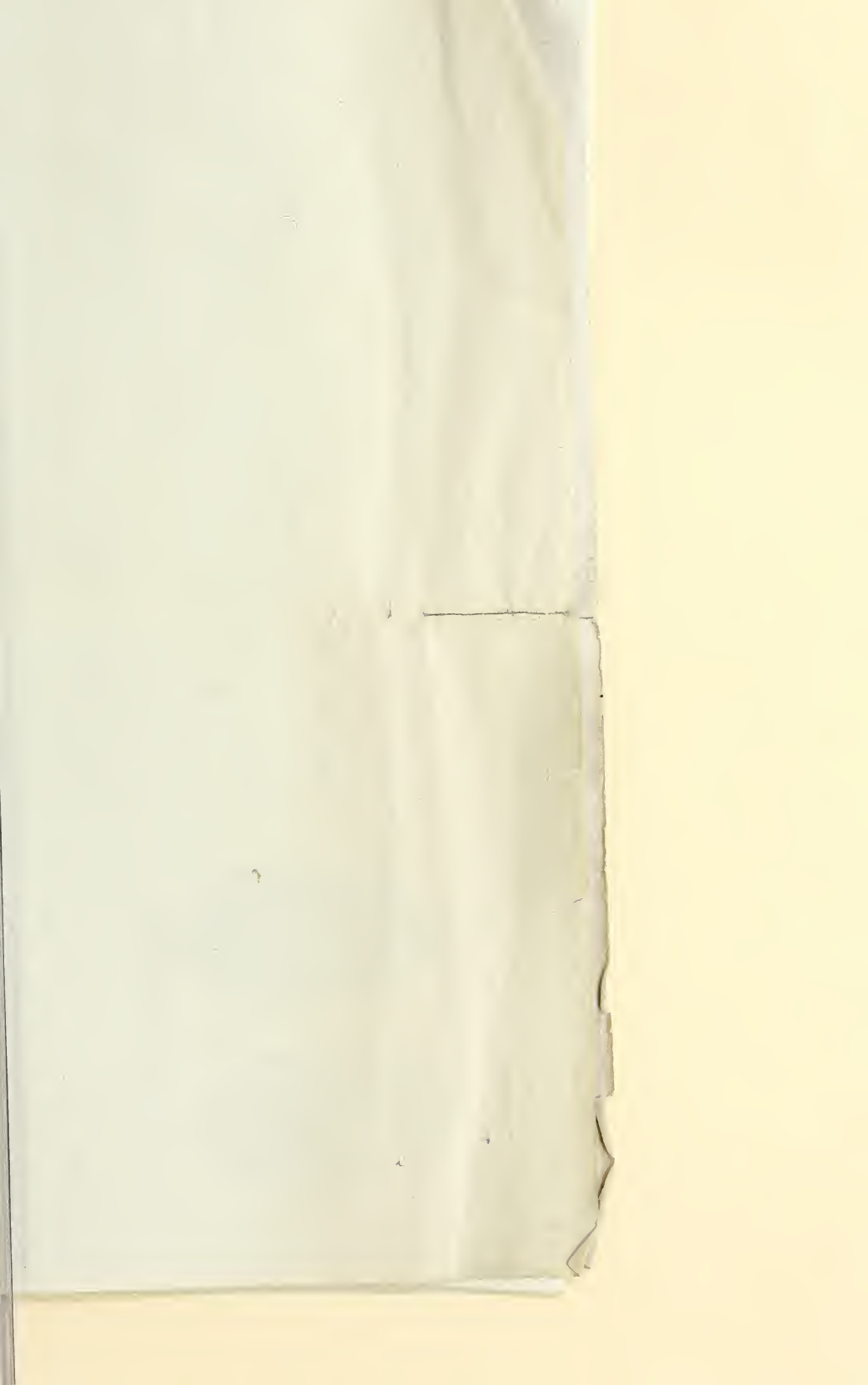
**VAN DEMAN**

The Van Deman Pecan is a large, oblong-shaped nut with a very thin shell and has a fine flavor. This variety is a good producer in most sections, but in other places it has proven to be a medium bearer. Every grove should have some Van Demans in it.

The Schley Pecan has the thinnest shell of all the thin shell varieties. It has the best flavor and every other desirable feature that a pecan can have. It sells in the market for the highest price of any pecan. The tree is naturally a light bearer, but the quality of the nuts will make up for this, we think. Any grove will need some of these.

**SCHLEY****SUCCESS**

The Success is another of the large and strictly first-class pecans. It is early and productive in its bearing habit, a strong grower and shapely tree. The nut has a thin shell, cracks well, so that the meats may be taken out in halves. It ripens in mid-season, about ten days later than the Stuart. The kernels are plump, rich and of fine quality.



ORDER BLANK

TEXAS PECAN NURSERY

W. R. FAIR, MANAGER

ARP, (SMITH COUNTY), TEXAS

Growers of the Best Rooted, Bubbed Pecan Trees in the South. We have the **LARGEST EXCLUSIVE PECAN NURSERY IN TEXAS**, and one of the largest in the United States.

Please ship me the following bill of Pecan Trees as listed in your catalogue. Write plainly.

Name	Date Ordered.....	19.....
.....	Date to Ship.....	19.....
.....	P. O. Order.....	\$.....
Post Office.....	R. F. D. No.....	Express Order.....
County.....	State.....	Check or Draft.....
Express Office.....	Cash
Total.....		\$.....

IMPORTANT.—In order to prevent delay we will ask permission to substitute in varieties or sizes, but should this not be agreeable, write, do not substitute.

If you do not know what varieties are best suited to your locality let us make your selection and you will get the best.

The best root system grown.

OUR GUARANTEE.—Every tree true to name or your money back, but in no case more than you paid for tree.

Special care in digging and packing.

PRICE LIST

Trees	Lots of 1 to 10 Each	Lots of 25 Each	Lots of 100 Each	Lots of 1000 Each
1 to 2 ft.	\$.65	\$.60	\$.55	\$.40
2 to 3 ft.	.70	.65	.60	.50
3 to 4 ft.	.85	.75	.70	.60
4 to 5 ft.	1.10	1.00	.90	.75
5 to 6 ft.	1.50	1.35	1.20	1.00

The following sizes are extra fine for shades around the house as well as for nuts.

	\$2.00	\$1.75	\$1.50	
	2.50	2.25	2.00	
8 ft. and up	3.00	2.75	2.50	

Number of Trees	Varieties	Height	Price	Total
		Stuart		
		Delmas		
		Success		
		Schley		
		Van Deman		

Make second choice below in case your first choice has been sold out.

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Total

Write any further instructions on other side of this blank.

(Over)

Best Rooted Pecan Trees Grown—90 to 100 Per Cent Live

R. W. FAIR

H. M. ARTHUR

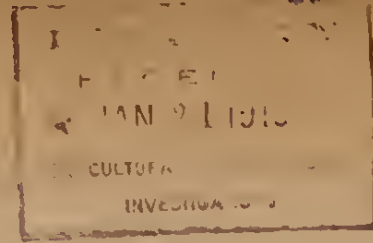
R. J. FAIR



Texas Pecan Nursery

R. W. FAIR, Manager

Budded Trees of the Best Variety



The Largest Exclusive Pecan
Nursery in Texas

If You Want to Make Money
Set Out Pecan Trees

ARP, TEXAS

Dear Sir:

Early in the Fall we mailed you our 1918-19 catalogue, which contained valuable information on pecan culture, also gave prices and description of our trees, but haven't heard from you, so we are writing to know why you haven't placed your order with us.

We are sure you appreciate the excellent root system we have developed on our trees. You know the life and growth of a tree depends upon its roots, and the BETTER rooted trees you set out the BETTER results you may expect from that tree. So why buy a tree with just a long tap root when you can get for the same money a tree with the BEST lateral root system grown? Note picture of this root system on pamphlet enclosed and decide for yourself which lot of trees you had rather risk living. Our trees can gather the moisture and plant food as far out as its roots extend, while the pecan trees most nurserymen grow can not get this moisture and plant food except from this one big root. REMEMBER WE GROW NOTHING BUT PECANS, so why shouldn't we grow BETTER pecan trees than the nurseryman who grows all kinds of trees, as well as flowers and shrubs? Our trees will be twice as large as the ordinary tree you can buy in five years. WHAT WILL THIS MEAN TO YOU?

Do you really know the great value of a pecan grove? I Have just returned from an extensive trip through the Paper Shell Pecan Groves of the South, and find without an exception an acre set to pecans at one year old is worth \$100, and increases \$100 per acre each year until they are 10 years or older. These trees will live to be 100 years old or more, becoming more profitable all the while. They are readily selling acre after acre for \$1000. What can you invest a few dollars in that will pay you so well?

We have had the finest lot of trees this season we have ever had, but the demand for our well rooted trees is very great and we are running low on some sizes and varieties. So we are asking you to place your order NOW while it can be filled. Don't put this off UNTIL TOMORROW.

Your business will be appreciated and we will GUARANTEE to give you the best rooted pecan trees grown. Let us hear from you at once, as pecan trees should be put out now for best results.

Yours for More and Better Pecans,

Texas Pecan Nursery,

R. W. Fair Mgr.

P. S. IN ORDER TO SAVE TIME PLEASE GIVE US PERMISSION TO SUBSTITUTE BOTH IN SIZE AND VARIETY.

What Four Pecan Trees Started

About 18 years ago I set four pecan trees as experiment, says G. T. Gildreth in *The Southern Cultivator*. I was then a young man starting out in life, and some of my wife's neighbors, who were older than I, discouraged me by laughing at the project. The idea had so fastened on me that there was both money and pleasure in them that I ordered a dozen trees and set, this being about four years later than my first, of which 11 lived. About four years later, or 10 years ago, I ordered another half dozen, with only three to live. At the age of nine or ten years my first trees began bearing, which was a delight to me. Have continued to increase year by year. So now I have 24 trees bearing on one acre. Will receive from my best trees this year about \$25. Have one tree I think will yield 100 pounds of nuts, though smaller variety. If the agents had been true and all my trees the larger variety, this tree would have made at least \$50, so that would have made my acre crop this year worth between \$300 and \$500. At the present rate of increase my acre will yield in five years' time from now \$1,000 per year. I have at present about 20 acres set with a nursery row of about 600 trees. Am having my young trees budded as fast as they get large enough, from my very best trees, so I can know what I am planting, taking no risk on their size. It seems to me that a young man would make no mistake in planting one acre with the right kind of trees, giving them the best attention. It would be better to him in the near future than "bank stock" or "life insurance" business, as there is no country better adapted to them than the hickory lands of our cotton belt.—*From American Nut Journal*.

Prospective Income of \$10,000

The largest pecan farm in North Carolina is located about five miles from Elizabeth City in Pasquotank county. It is owned by F. V. Scott, the pioneer in pecan culture in that section. He began his orchard four years ago by setting out on this farm which contains 100 acres of land, 2,000 trees. These trees will begin to bear next year. The planting of this farm cost Mr. Scott about \$2,000.

Mr. Scott has figured that this orchard will at the end of ten years pay him a net profit of \$100 an acre, which will bring him in each year an income of \$10,000. He is now planning to set out other farms which he will divide into small groves and sell.—*From American Nut Journal*.

The Pecan Industry

The pecan harvest is not given that prominence that an industry of such a magnitude deserves. Only a few weeks till the pecan threshers and pickers will be in the groves gathering nuts for markets. Then every town and city in the pecan region will be shipping nuts.

Texas and the Southwest is the Mecca of the pecan industry. While there are other localities of pecan growing they are quite limited. The finest native pecans in the world are in Texas.

Along the Colorado, Brazos, Guadalupe and other rivers and along small creeks there are the giant native pecan trees, worth much to those who own the land.

Within recent years "paper shell," that is, the high-class budded and grafted varieties, have been transplanted and in a few years the commercial pecan-growing industry is expected to reach large proportions.

Few industries offer greater opportunities than pecan growing. The people are just learning to appreciate the pecan, the best nut grown. There is already an excellent market for pecans and prices are sure to be better.



A 14 Year Old Pecan Grove